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41 Ready-to-Use Lotus™ 1-2-3™ Models

Robert Flast &
Lauren Flast

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1-2-3™ RUN!

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Introduction

The most valuable attribute of Lotus 1-2-3 is that it integrates spreadsheet, graphics, and database functions into a single program. This enables the user to perform most phases of a project without duplicating data entry and analysis.

This book provides examples that perform useful functions and at the same time demonstrate the various features of 1-2-3. While teaching the user more about 1-2-3, it provides methods for solving particular problems. In writing this book we have assumed that the reader already has an elementary knowledge of 1-2-3.

The macro is one of 1-2-3's most powerful features, since it enables the user to execute a series of commands with just two keystrokes. We have used this feature extensively to save the user time and effort, especially when saving or loading files and initializing fields.

The listings in the book apply to either the IBM PC or the PC XT. A table in Appendix A lists the keys and commands used to perform 1-2-3 functions on other computers.

How to Use This Book

Each chapter provides a listing of the commands and formulas you will need to enter in order to produce a model. Instructions for graphics or database functions are provided at the beginning of each chapter.

A complete illustration, including sample data, is presented in each model. Our suggestion is that after entering the model you use the sample data to test the accuracy of what you have entered. If your answer is different from the answer in the book, there are several things you can do to determine what the problem is.

What to Do If Problems Occur

The first thing to do is print out a listing of your model and compare it with the listing in this book. Remember that every character and space are significant, except the colon (:) that is printed on the listing for clarity. Close inspection will probably reveal a typing error.

If you still have problems with a model after eliminating data-entry errors, we would like to hear about it. Please write to the authors at this address:

<div align="center">

Robert and Lauren Flast
599 Sixth Street
Brooklyn, New York 11215

</div>

In your letter include a description of the problem and the data entered that caused the problem. Most important, include a copy of your listing of the model. If we have all of these elements, we will do everything we can to find the cause of the problem. If you discover any errors in the book while you are using it, we would also like to know about those.

Finally, if you would prefer not to enter the models into the computer yourself, diskettes containing all of the models in this book are available from the authors at the aforementioned address.

Table of Contents

Business Applications

Home Applications

Balance Sheet, Income Statement, And Financial Analysis Ratios

This model produces a balance sheet and an income statement and calculates some common financial ratios. To view the income statement and the financial ratios once the formulas have been entered, position the cursor at A1 and use the PGDN key or the F5 (GoTo) command. The income statement begins on line 22, the profitability ratios on line 42, and the liquidity and solvency ratios on line 62. Figure 1-1 shows the complete model, with an example entered.

Both the balance sheet and income statement must be completed before the financial ratios can be calculated. After filling in the required data on the balance sheet and income statement, press F9 (Calc) to see the results.

Titles of balance sheet and income statement items may be changed, or additional items inserted, as long as formulas are adjusted as necessary.

Listing

```
D1:  '   BALANCE SHEET
A2:  '- - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -
     - - - - - - - - - - - - - - - - -
B2:  "- - - - - - - - -
C2:  "- - - - - - - - -
D2:  "- - - - - - - - -
E2:  "- - - - - - - - -
F2:  "- - - - - - - - -
G2:  "- - - - - - - - -
H2:  "- - - - - - - - -
A3:  'COMPANY NAME:
C3:  U 'ENTER NAME
E3:  'AS OF :
F3:  U 'ENTER DATE
A4:  "
A5:  'ASSETS
E5:  'LIABILITIES
A6:  ' Cash..............
C6:  U "   ENTER #
E6:  '  Accounts Pble...
G6:  U "   ENTER #
A7:  ' Accounts Rec.....
C7:  U "   ENTER #
E7:  '  Notes Pble......
G7:  U "   ENTER #
A8:  ' Notes Rec........
C8:  U "   ENTER #
E8:  '  Interest Pble...
G8:  U "   ENTER #
A9:  " Inventory........
C9:  U "   ENTER #
E9:  '  Taxes Pble......
```

```
                A       B       C       D       E       F       G       H
1                                       BALANCE SHEET
2       --------------------------------------------------------------------
3       COMPANY NAME:   XYZ Company         AS OF :  December 1982
4
5       ASSETS                              LIABILITIES
6         Cash............   1300             Accounts Pble...   1600
7         Accounts Rec.....  2600             Notes Pble......   1900
8         Notes Rec........     0             Interest Pble...      0
9         Inventory........  7300             Taxes Pble......    300
10        Oth cur assets...   300             Oth Cur Liab....    800
11           Tot Cur Assets.........  11500     Tot Cur Liab..........  4600
12
13        Land............  1200             Bonds Pble.....   2000
14        Building.........    0             Loan Pble.......     0
15        Equipment........ 5200             Mortgage Pble...   200
16        Less accum dep... 1300             Oth LT Liab.....     0
17        Other assets.....    0
18           Tot Non-cur assets.....  5100      Tot Non-cur Liab......  2200
19                                             Owners Equity.........  9800
20           Total Assets........ 16600         Total Liabilities.....  16600
21                      INCOME AND RETAINED EARNINGS STATEMENT
22      --------------------------------------------------------------------
23      COMPANY NAME:   XYZ Company       FOR PERIOD ENDED: December 1982
24
25      Sales Revenue...............  25900    Tax Rate(.XX)=      40.00%
26      Other Revenue...............    200
27
28                  TOTAL REVENUE....  26100
29      Less Expenses:
30        Cost of Goods Sold........ 20500
31        Selling...................  2120
32        Adminstrative.............  1300
33        Interest..................   180
34        Income Taxes..............   800
35            Total Expenses.............  24900
36                    NET INCOME.......  1200
37      Less:
38        Dividends.........................   600
39                    RETAINED EARNINGS.......   600
40
41      PROFITABILITY RATIOS
42      --------------------
43
44      RATE OF RETURN ON ASSETS                =       7.88%
45          NET INC+INT EXP(NET OF TAX)/AVG TOT ASSETS
46
47      PROFIT MARGIN RATIO                     =       5.05%
48          NET INC+INT EXP(NET OF TAX)/SALES
49
50      TOTAL ASSET TURNOVER RATIO              =     156.02%
51          SALES/AVG TOTAL ASSETS
52
53      INVENTORY TURNOVER RATIO                =     280.82%
54          COST OF GOODS SOLD/AVG INVENTORY
55
56      PLANT ASSET TURNOVER RATIO              =     507.84%
57          SALES/AVG PLANT ASSETS
58
59
60
61      LIQUIDITY RATIOS
62      ----------------
63
64      CURRENT RATIO                           =     250.00%
65          CUR ASSETS/CUR LIAB
66
67      QUICK RATIO                             =      84.78%
68          LIQUID ASSETS/CUR LIAB
69
70      SOLVENCY RATIOS
71      ---------------

        LONG-TERM DEBT RATIO                    =      18.33%
            TOT NON-CUR LIAB/TOT NON-CUR LIAB+O.E.

        TIMES INT CHARGES EARNED                =    1211.11%
            NET INC(BEFORE INT&TAX)/INT EXP
```

Figure 1-1. Balance Sheet, Income Statement, and Financial Analysis model

```
G9:  U "   ENTER #
A10: ' Oth cur assets...
C10: U "   ENTER #
E10: '  Oth Cur Liab....
G10: U "   ENTER #
A11: "     Tot Cur Assets.........
D11: @SUM(C6..C10)
E11: '      Tot Cur Liab..........
H11: @SUM(G6..G10)
A13: ' Land.............
C13: U "   ENTER #
E13: '  Bonds Pble.....
G13: U "   ENTER #
A14: " Building.........
C14: U "   ENTER #
E14: '  Loan Pble.......
G14: U "   ENTER #
A15: ' Equipment........
C15: U "   ENTER #
E15: '   Mortgage Pble...
G15: U "   ENTER #
A16: ' Less accum dep...
C16: U "   ENTER #
E16: '  Oth LT Liab.....
G16: U "   ENTER #
A17: " Other assets.....
C17: U "   ENTER #
A18: '     Tot Non-cur assets.....
D18: +C13+C14+C15-C16+C17
E18: '     Tot Non-cur Liab......
H18: @SUM(G13..G16)
E19: '     Owners Equity.........
H19: U "   ENTER #
A20: '      Total Assets............
D20: +D11+D18
E20: '     Total Liabilities........
H20: +H11+H18+H19
C22: ' INCOME AND RETAINED EARNINGS STATEMENT
A23: '----------------------------------------------------
     ------------------
B23: "---------
C23: "---------
D23: "---------
E23: "---------
F23: "---------
G23: "---------
H23: "---------
A24: 'COMPANY NAME:
C24: U 'ENTER NAME
E24: 'FOR PERIOD ENDED:
G24: U 'ENTER DATE
A26: 'Sales Revenue..............
```

```
D26:  U "   ENTER #
F26:  '   Tax Rate(.XX)=
H26:  U "   ENTER #
A27:  'Other Revenue...............
D27:  U "   ENTER #
B28:  '  TOTAL REVENUE...........
E28:  +D26+D27
A30:  'Less Expenses:
A31:  ' Cost of Goods Sold........
D31:  U "   ENTER #
A32:  ' Selling...................
D32:  U "   ENTER #
A33:  ' Adminstrative.............
D33:  U "   ENTER #
A34:  ' Interest..................
D34:  U "   ENTER #
A35:  ' Income Taxes..............
D35:  (E28-@SUM(D31..D34))*H26
A36:  '             TOTAL EXPENSES..........
E36:  @SUM(D31..D35)
B37:  '  NET INCOME...............
E37:  +E28-E36
A38:  'Less:
A39:  ' Dividends.........................
E39:  U '   ENTER #
B40:  '  RETAINED EARNINGS.......
E40:  +E37-E39
A42:  'PROFITABILITY RATIOS
A43:  "--------------------
A45:  'RATE OF RETURN ON ASSETS
F45:  '    =
G45:  (P2) (E37+(D34*(1-H26)))/D20
A46:  '  NET INC+INT EXP(NET OF TAX)/AVG TOT ASSETS
A48:  'PROFIT MARGIN RATIO
F48:  '    =
G48:  (P2) (E37+(D34*(1-H26)))/D26
A49:  '  NET INC+INT EXP(NET OF TAX)/SALES
A51:  'TOTAL ASSET TURNOVER RATIO
F51:  '    =
G51:  (P2) +D26/D20
A52:  '  SALES/AVG TOTAL ASSETS
A54:  'INVENTORY TURNOVER RATIO
F54:  '    =
G54:  (P2) +D31/C9
A55:  '  COST OF GOODS SOLD/AVG INVENTORY
A57:  'PLANT ASSET TURNOVER RATIO
F57:  '    =
G57:  (P2) +D26/@SUM(C13..C16)
A58:  '  SALES/AVG PLANT ASSETS
A62:  'LIQUIDITY RATIOS
A63:  "----------------
A65:  'CURRENT RATIO
F65:  '    =
```

```
G65: (P2) +D11/H11
A66: '    CUR ASSETS/CUR LIAB
A68: 'QUICK RATIO
F68: '      =
G68: (P2) (C6+C7+C8)/H11
A69: '    LIQUID ASSETS/CUR LIAB
A71: 'SOLVENCY RATIOS
A72: "----------------
A74: 'LONG-TERM DEBT RATIO
F74: '      =
G74: (P2) +H18/(H18+H19)
A75: '    TOT NON-CUR LIAB/TOT NON-CUR LIAB+O.E.
A77: 'TIMES INT CHARGES EARNED
F77: '      =
G77: (P2) (E37+D34+D35)/D34
A78: '    NET INC(BEFORE INT&TAX)/INT EXP
```

Single- or Multi-Project
Cash Flow Analysis

This model enables you to record cash flow data for one to four projects over four (or fewer) periods of time. Each project requires 20 lines, so the projects begin on lines 1, 21, 41, and 61 in columns A through H; a consolidated model begins on line 81. The complete model, with an example entered, is shown in Figure 2-1.

After you enter the model, type **/F S** and a filename of up to eight characters to save the model.

If additional line items or periods are required, they may be added as long as you are careful to adjust the affected totals. However, if you just want to store an index of your projects or any assumptions on which the analyses are based, you can insert lines at the top of the model without disturbing any formulas.

Graphing the Result

The following directions will create and display a line graph of the model's result.

1. Type **/G** for the Graph menu.

2. Press **T** for Type from the Graph menu.

3. Press **L** for Line graph.

4. Press **X** for the horizontal labels.
   Enter the data range **E1.H1**.

5. Press **A** for the first set of points.
   Enter the data range **E20.H20**.

6. Press **B** for the second set of points.
   Enter the data range **E40.H40**.

7. Press **C** for the third set of points.
   Enter the data range **E60.H60**.

8. Press **D** for the fourth set of points.
   Enter the data range **E80.H80**.

9. Press **E** for the fifth set of points.
   Enter the data range **E100.H100**.

10. Press **O** for Options, **L** for Legend, and **A** for the A range.
    Enter the legend **PROJ1**.

11. Press **L** for Legend and **B** for the B range.
    Enter the legend **PROJ2**.

12. Press **L** for Legend and **C** for the C range.
    Enter the legend **PROJ3**.

13. Press **L** for Legend and **D** for the D range.
    Enter the legend **PROJ4**.

14. Press **L** for Legend and **E** for the E range.
    Enter the legend **TOTAL**.

```
                    A         B         C         D        E         F         G         H
  1   PROJECT: TEXTILE MANUFACTURE           PERIOD 1  PERIOD 2  PERIOD 3  PERIOD 4
  2   --------------------------------       --------  --------  --------  --------
  3   GROSS SALES.....................       4564000   5477000   6085000   6085000
  4        LESS FREIGHT...............         46000     55000     61000     61000
  5             CASH DISCOUNTS........         18000     22000     24000     24000
  6   NET SALES                            4500000   5400000   6000000   6000000
  7        COST OF SALES-VARIABLE.......     2340000   2880000   3240000   3240000
  8                  FIXED (EXCL DEPR)       711000    504000    360000    360000
  9                  DEPRECIATION.....       437550    408380    379210    350040
 10        TOTAL COST OF SALES            3488550   3792380   3979210   3950040
 11   GROSS PROFIT                        1011450   1607620   2020790   2049960
 12        LESS SELLING EXPENSE.........      240000    240000    240000    240000
 13             ADVERTISING.............      130000    105000     90000     90000
 14             ADMINISTRATIVE..........      300000    300000    300000    300000
 15             PROVISION FOR BAD DEBT....     26825     31325     34325     34325
 16        TOTAL SELLING COSTS            696825    676325    664325    664325
 17   NET INCOME BEFORE TAX               314625    931295   1356465   1385635
 18        LESS INCOME TAX...............     151020    447022    651103    665105
 19   NET INCOME                          163605    484273    705362    720530
 20   ADD BACK DEPR = NET CASH FLOW       601155    892653   1084572   1070570
 21   PROJECT: PAPER MANUFACTURER            PERIOD 1  PERIOD 2  PERIOD 3  PERIOD 4
 22   --------------------------------       --------  --------  --------  --------
 23   GROSS SALES.....................       3042667   3651333   4056667   4056667
 24        LESS FREIGHT...............         30667     36667     40667     40667
 25             CASH DISCOUNTS........         12000     14667     16000     16000
 26   NET SALES                            3000000   3600000   4000000   4000000
 27        COST OF SALES-VARIABLE.......     1560000   1920000   2160000   2160000
 28                  FIXED (EXCL DEPR)       474000    336000    240000    240000
 29                  DEPRECIATION.....       291700    272253    252807    233360
 30        TOTAL COST OF SALES            2325700   2528253   2652807   2633360
 31   GROSS PROFIT                         674300   1071747   1347193   1366640
 32        LESS SELLING EXPENSE.........      160000    160000    160000    160000
 33             ADVERTISING.............       86667     70000     60000     60000
 34             ADMINISTRATIVE..........      200000    200000    200000    200000
 35             PROVISION FOR BAD DEBT....     17883     20883     22883     22883
 36        TOTAL SELLING COSTS            464550    450883    442883    442883
 37   NET INCOME BEFORE TAX               209750    620863    904310    923757
 38        LESS INCOME TAX...............     100680    298015    434069    443403
 39   NET INCOME                          109070    322849    470241    480353
 40   ADD BACK DEPR = NET CASH FLOW       400770    595102    723048    713713
 41   PROJECT: ENTER NAME                    PERIOD 1  PERIOD 2  PERIOD 3  PERIOD 4
 42   --------------------------------       --------  --------  --------  --------
 43   GROSS SALES.....................       ENTER #   ENTER #   ENTER #   ENTER #
 44        LESS FREIGHT...............        ENTER #   ENTER #   ENTER #   ENTER #
 45             CASH DISCOUNTS........        ENTER #   ENTER #   ENTER #   ENTER #
 46   NET SALES                                  0         0         0         0
 47        COST OF SALES-VARIABLE.......      ENTER #   ENTER #   ENTER #   ENTER #
 48                  FIXED (EXCL DEPR)       ENTER #   ENTER #   ENTER #   ENTER #
 49                  DEPRECIATION.....       ENTER #   ENTER #   ENTER #   ENTER #
 50        TOTAL COST OF SALES                0         0         0         0
 51   GROSS PROFIT                             0         0         0         0
 52        LESS SELLING EXPENSE.........      ENTER #   ENTER #   ENTER #   ENTER #
 53             ADVERTISING.............      ENTER #   ENTER #   ENTER #   ENTER #
 54             ADMINISTRATIVE..........      ENTER #   ENTER #   ENTER #   ENTER #
 55             PROVISION FOR BAD DEBT....    ENTER #   ENTER #   ENTER #   ENTER #
 56        TOTAL SELLING COSTS                0         0         0         0
 57   NET INCOME BEFORE TAX                    0         0         0         0
 58        LESS INCOME TAX...............      ENTER #   ENTER #   ENTER #   ENTER #
 59   NET INCOME                               0         0         0         0
 60   ADD BACK DEPR = NET CASH FLOW            0         0         0         0
 61   PROJECT: ENTER NAME                    PERIOD 1  PERIOD 2  PERIOD 3  PERIOD 4
 62   --------------------------------       --------  --------  --------  --------
 63   GROSS SALES.....................       ENTER #   ENTER #   ENTER #   ENTER #
 64        LESS FREIGHT...............        ENTER #   ENTER #   ENTER #   ENTER #
 65             CASH DISCOUNTS........        ENTER #   ENTER #   ENTER #   ENTER #
 66   NET SALES                                  0         0         0         0
 67        COST OF SALES-VARIABLE.......      ENTER #   ENTER #   ENTER #   ENTER #
 68                  FIXED (EXCL DEPR)       ENTER #   ENTER #   ENTER #   ENTER #
 69                  DEPRECIATION.....       ENTER #   ENTER #   ENTER #   ENTER #
 70        TOTAL COST OF SALES                0         0         0         0
 71   GROSS PROFIT                             0         0         0         0
 72        LESS SELLING EXPENSE.........      ENTER #   ENTER #   ENTER #   ENTER #
 73             ADVERTISING.............      ENTER #   ENTER #   ENTER #   ENTER #
 74             ADMINISTRATIVE..........      ENTER #   ENTER #   ENTER #   ENTER #
 75             PROVISION FOR BAD DEBT....    ENTER #   ENTER #   ENTER #   ENTER #
 76        TOTAL SELLING COSTS                0         0         0         0
 77   NET INCOME BEFORE TAX                    0         0         0         0
 78        LESS INCOME TAX...............      ENTER #   ENTER #   ENTER #   ENTER #
 79   NET INCOME                               0         0         0         0
 80   ADD BACK DEPR = NET CASH FLOW            0         0         0         0
 81   PROJECT SUMMARY                        PERIOD 1  PERIOD 2  PERIOD 3  PERIOD 4
 82   --------------------------------       --------  --------  --------  --------
 83   GROSS SALES.....................       7606667   9128333  10141667  10141667
 84        LESS FREIGHT...............         76667     91667    101667    101667
 85             CASH DISCOUNTS........         30000     36667     40000     40000
 86   NET SALES                            7500000   9000000  10000000  10000000
 87        COST OF SALES-VARIABLE.......     3900000   4800000   5400000   5400000
 88                  FIXED (EXCL DEPR)      1185000    840000    600000    600000
 89                  DEPRECIATION.....       729250    680633    632017    583400
 90        TOTAL COST OF SALES            5814250   6320633   6632017   6583400
 91   GROSS PROFIT                         1685750   2679367   3367983   3416600
 92        LESS SELLING EXPENSE.........      400000    400000    400000    400000
 93             ADVERTISING.............      216667    175000    150000    150000
 94             ADMINISTRATIVE..........      500000    500000    500000    500000
 95             PROVISION FOR BAD DEBT....     44708     52208     57208     57208
 96        TOTAL SELLING COSTS           1161375   1127208   1107208   1107208
 97   NET INCOME BEFORE TAX               524375   1552158   2260775   2309392
 98        LESS INCOME TAX...............     251700    745037   1085172   1108508
 99   NET INCOME                          272675    807122   1175603   1200883
      ADD BACK DEPR = NET CASH FLOW      1001925   1487755   1807620   1784283
```
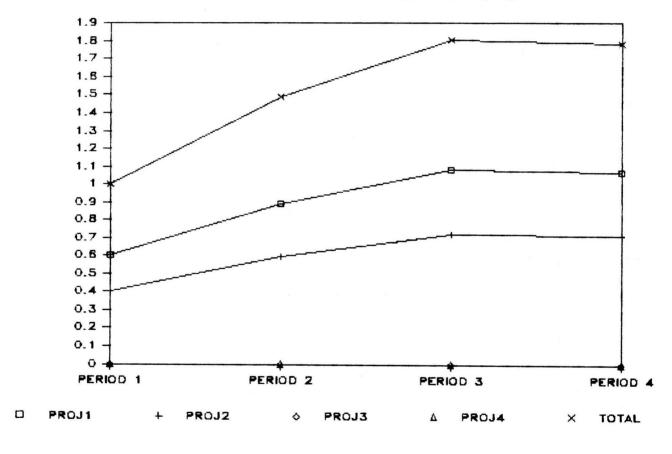
Figure 2-1. Single- or Multi-Project Cash Flow Analysis model

15. Press **T** for Titles and **F** for First.
    Enter the title **CASH FLOW ANALYSIS**.

16. Press **Q** to Quit, **N** to Name, and **C** to Create.
    Enter an eight-character graph filename.

17. Press **S** to Save, and then enter the same graph filename.

18. Press ESC to return to the main menu.
    Press **F** for File and **S** for Save, and enter a model filename.

19. Press **Q** to Quit or **V** to View the graph.

Whenever you wish to view the graph after entering these steps, just type /**GV** or press F10 (Graph). The graph you produce should look like this:

Listing

```
A1:  'PROJECT:
B1:  U 'ENTER NAME
E1:  'PERIOD 1
F1:  'PERIOD 2
G1:  'PERIOD 3
H1:  'PERIOD 4
A2:  "¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬
```

```
E2:  "¬¬¬¬¬¬¬¬¬
F2:  "¬¬¬¬¬¬¬¬¬
G2:  "¬¬¬¬¬¬¬¬¬
H2:  "¬¬¬¬¬¬¬¬¬
A3:  'GROSS SALES........................
E3:  U "ENTER #
F3:  U "ENTER #
G3:  U "ENTER #
H3:  U "ENTER #
A4:  '        LESS FREIGHT...................
E4:  U "ENTER #
F4:  U "ENTER #
G4:  U "ENTER #
H4:  U "ENTER #
A5:  '              CASH DISCOUNTS............
E5:  U "ENTER #
F5:  U "ENTER #
G5:  U "ENTER #
H5:  U "ENTER #
A6:  'NET SALES
E6:  +E3¬E4¬E5
F6:  +F3¬F4¬F5
G6:  +G3¬G4¬G5
H6:  +H3¬H4¬H5
A7:  '       COST OF SALES¬VARIABLE.........
E7:  U "ENTER #
F7:  U "ENTER #
G7:  U "ENTER #
H7:  U "ENTER #
A8:  '                    FIXED (EXCL DEPR)
E8:  U "ENTER #
F8:  U "ENTER #
G8:  U "ENTER #
H8:  U "ENTER #
A9:  '                    DEPRECIATION.....
E9:  U "ENTER #
F9:  U "ENTER #
G9:  U "ENTER #
H9:  U "ENTER #
A10: '      TOTAL COST OF SALES
E10: +E7+E8+E9
F10: +F7+F8+F9
G10: +G7+G8+G9
H10: +H7+H8+H9
A11: 'GROSS PROFIT
E11: +E6¬E10
F11: +F6¬F10
G11: +G6¬G10
H11: +H6¬H10
A12: '       LESS SELLING EXPENSE...........
E12: U "ENTER #
F12: U "ENTER #
G12: U "ENTER #
H12: U "ENTER #
```

```
A13:  '              ADVERTISING................
E13:  U "ENTER #
F13:  U "ENTER #
G13:  U "ENTER #
H13:  U "ENTER #
A14:  '              ADMINISTRATIVE............
E14:  U "ENTER #
F14:  U "ENTER #
G14:  U "ENTER #
H14:  U "ENTER #
A15:  '              PROVISION FOR BAD DEBT....
E15:  U "ENTER #
F15:  U "ENTER #
G15:  U "ENTER #
H15:  U "ENTER #
A16:  '     TOTAL SELLING COSTS
E16:  +E12+E13+E14+E15
F16:  +F12+F13+F14+F15
G16:  +G12+G13+G14+G15
H16:  +H12+H13+H14+H15
A17:  'NET INCOME BEFORE TAX
E17:  +E11-E16
F17:  +F11-F16
G17:  +G11-G16
H17:  +H11-H16
A18:  '     LESS INCOME TAX.................
E18:  U "ENTER #
F18:  U "ENTER #
G18:  U "ENTER #
H18:  U "ENTER #
A19:  'NET INCOME
E19:  +E17-E18
F19:  +F17-F18
G19:  +G17-G18
H19:  +H17-H18
A20:  'ADD BACK DEPR = NET CASH FLOW
E20:  +E19+E9
F20:  +F19+F9
G20:  +G19+G9
H20:  +H19+H9
A21:  'PROJECT:
B21:  U 'ENTER NAME
E21:  'PERIOD 1
F21:  'PERIOD 2
G21:  'PERIOD 3
H21:  'PERIOD 4
A22:  "-------------------------------------
E22:  "--------
F22:  "--------
G22:  "--------
H22:  "--------
A23:  'GROSS SALES.........................
```

```
E23:  U "ENTER #
F23:  U "ENTER #
G23:  U "ENTER #
H23:  U "ENTER #
A24:  '      LESS FREIGHT....................
E24:  U "ENTER #
F24:  U "ENTER #
G24:  U "ENTER #
H24:  U "ENTER #
A25:  '           CASH DISCOUNTS.............
E25:  U "ENTER #
F25:  U "ENTER #
G25:  U "ENTER #
H25:  U "ENTER #
A26:  'NET SALES
E26:  +E23-E24-E25
F26:  +F23-F24-F25
G26:  +G23-G24-G25
H26:  +H23-H24-H25
A27:  '      COST OF SALES-VARIABLE.........
E27:  U "ENTER #
F27:  U "ENTER #
G27:  U "ENTER #
H27:  U "ENTER #
A28:  '                    FIXED (EXCL DEPR)
E28:  U "ENTER #
F28:  U "ENTER #
G28:  U "ENTER #
H28:  U "ENTER #
A29:  '                    DEPRECIATION.....
E29:  U "ENTER #
F29:  U "ENTER #
G29:  U "ENTER #
H29:  U "ENTER #
A30:  '      TOTAL COST OF SALES
E30:  +E27+E28+E29
F30:  +F27+F28+F29
G30:  +G27+G28+G29
H30:  +H27+H28+H29
A31:  'GROSS PROFIT
E31:  +E26-E30
F31:  +F26-F30
G31:  +G26-G30
H31:  +H26-H30
A32:  '      LESS SELLING EXPENSE...........
E32:  U "ENTER #
F32:  U "ENTER #
G32:  U "ENTER #
H32:  U "ENTER #
A33:  '             ADVERTISING..............
E33:  U "ENTER #
F33:  U "ENTER #
G33:  U "ENTER #
```

```
H33: U "ENTER #
A34: '                    ADMINISTRATIVE............
E34: U "ENTER #
F34: U "ENTER #
G34: U "ENTER #
H34: U "ENTER #
A35: '                    PROVISION FOR BAD DEBT....
E35: U "ENTER #
F35: U "ENTER #
G35: U "ENTER #
H35: U "ENTER #
A36: '        TOTAL SELLING COSTS
E36: +E32+E33+E34+E35
F36: +F32+F33+F34+F35
G36: +G32+G33+G34+G35
H36: +H32+H33+H34+H35
A37: 'NET INCOME BEFORE TAX
E37: +E31-E36
F37: +F31-F36
G37: +G31-G36
H37: +H31-H36
A38: '        LESS INCOME TAX.................
E38: U "ENTER #
F38: U "ENTER #
G38: U "ENTER #
H38: U "ENTER #
A39: 'NET INCOME
E39: +E37-E38
F39: +F37-F38
G39: +G37-G38
H39: +H37-H38
A40: 'ADD BACK DEPR = NET CASH FLOW
E40: +E39+E29
F40: +F39+F29
G40: +G39+G29
H40: +H39+H29
A41: 'PROJECT:
B41: U 'ENTER NAME
E41: 'PERIOD 1
F41: 'PERIOD 2
G41: 'PERIOD 3
H41: 'PERIOD 4
A42: "-------------------------------------
E42: "--------
F42: "--------
G42: "--------
H42: "--------
A43: 'GROSS SALES...........................
E43: U "ENTER #
F43: U "ENTER #
G43: U "ENTER #
H43: U "ENTER #
A44: '        LESS FREIGHT..................
```